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PUBLISHER'S NOTE

As much as I enjoy my kids going back to school in fall, there's a large part of me that misses hanging out with them now that they are older. It's fun to do day-to-day life with them without having the usual regimented weekly academic routine combined with the extra curricular activities in which my wife and I are so accustomed to juggling. I'm a huge fan of scheduled parameters and structure, but I've also appreciated going to Cubs games and watching the Olympics with them late at night during the summer. Coming from a three on the enneagram, I love a good ole fashioned uninterrupted work day, but it was life giving to soak up their company these past couple of months!

We are looking forward to seeing everyone at our fall event next month at The Shack Indoor Golf Club in Glenview on October 17th from 1PM - 4PM. Early invites went out a few weeks ago so if you plan on coming, feel free to register via the QR code on page 38.



Andy Burton
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agent feature

By Chris Menezes
Photos by Prestige Real Estate Images Inc

STEPHANIE & ERIN HOFMAN SMITH

A PERFECT PAIR

When it comes to helping their clients buy and sell real estate on the North Shore, Stephanie Hofman and Erin Smith are a perfect pair.

Bringing together their nearly thirty years of combined real estate experience, in addition to prior experience in sales and marketing, a deep-rooted passion for their hometown, and a shared vision of client-centric service, this dynamic duo exemplifies what it means to blend professional excellence with personal dedication.

Both Stephanie and Erin hail from Highland Park and have fond memories of growing up on the North Shore. Their personal connections to the communities they serve provide a unique and heartfelt perspective to their clients. Stephanie began her real estate career in 2009, and Erin began hers in 2011. Despite starting at different Coldwell Banker offices, their paths converged, leading to the formation of the Stephanie and Erin Team with @properties Christie's International Real Estate.

"We met at a women's networking group and had a potential client reach out to both of us to see if we had an interest in selling her parents' condo," Erin recalls. "We said, 'Why don't we team up to work on this?'" That was the start of our amazing partnership, and we attribute its success to the fact that it wasn't forced; it happened very organically."

Before embarking on their real estate journeys, Stephanie and Erin both had impressive careers in advertising and sales. Stephanie, armed with a master's degree in integrated marketing communications from Northwestern University, worked on high-profile consumer packaged goods

accounts. She then became a sales rep for Merck Pharmaceuticals before choosing to be a stay-at-home for her two kids and volunteer for Lurie Children's Hospital and local schools.

Erin, a University of Wisconsin journalism and advertising major, started her career in NYC, working for a national magazine. After moving back to Chicago to be closer to family in 2001, she worked in advertising sales for the Chicago Reader, then event planning for Levy Restaurants before deciding to stay home with her young daughters. During that time she founded a unique men's t-shirt company for expectant dads called Belly Man T's.

For Stephanie, real estate was a lifelong passion. She was always attending open houses, fascinated by floor plans and home layouts. This passion, combined with her marketing background and love for match-making, made real estate the natural choice when she decided to reenter the workforce. She wanted to show her children that a mom can have a fulfilling career and financially contribute to their family.

"I wanted them to see that hard work is worthwhile and enjoyable when you find something you're good at and love," she explains.

Erin's love for design, decor, and helping people transform their spaces, combined with her sales experience, made real estate an obvious choice for her as well. Inspired by her aunt, a successful REALTOR® for over fifty years, Erin found her calling in helping others find their dream homes.

"Erin has an innate talent for interior design and helping buyers envision their furniture in a potential new home, which is essential in the staging of our listings," notes Stephanie.

Starting their individual careers during some of the most challenging years in real estate, Stephanie and Erin learned invaluable lessons from seasoned agents about navigating

“That was the start of our amazing partnership...it happened very organically.”

- ERIN



“We have our clients’ best interests at heart, always...”
- STEPHANIE

difficult markets. Their resilience and determination saw them through tough times. Their ability to balance professional demands with personal responsibilities, especially as working mothers, is a testament to their strength and dedication.

Pairing up in 2016 was a pivotal moment in their careers. They found that, together, they could offer superior service to their clients. Their personalities complement each other perfectly—Stephanie, the night owl, and Erin, the early bird, ensure that their clients have support around the clock.

“We have our clients’ best interests at heart, always,” Stephanie affirms. “We are their advocates, guides, and educators throughout the entire process and beyond.”

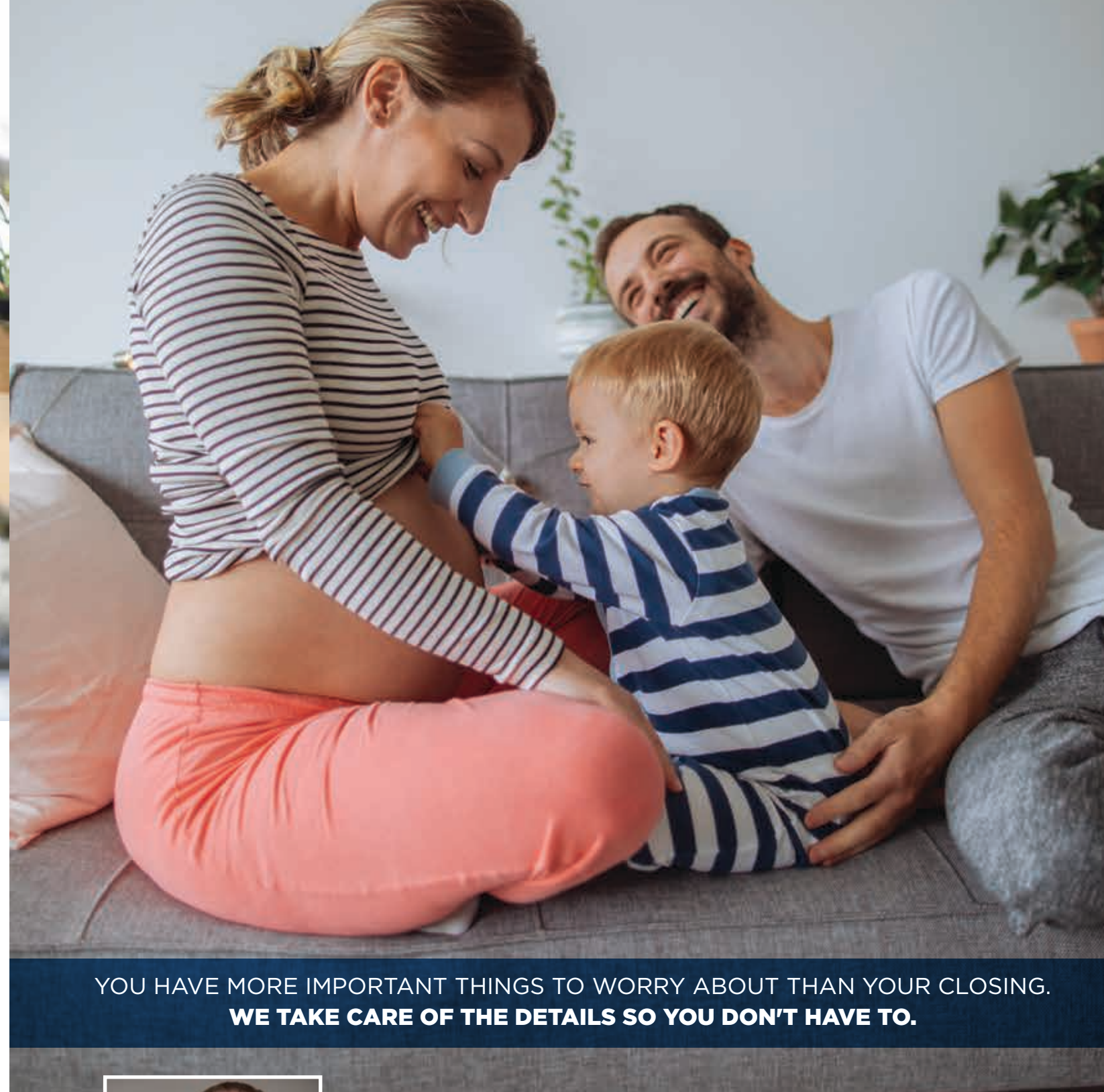
Outside of real estate, Stephanie loves spending time with her husband,

Alan, and their grown children, Lily and Joey. When she’s not at The Bar Method in Highland Park or taking a Peloton class, you’ll usually find her with her nose in a book. Stephanie is an avid reader who leads two book clubs and posts reviews on her #bookstagram account on Instagram. Meanwhile, Erin enjoys yoga, pickleball, and golf, as well as exercising her creativity through organizing, decluttering, designing, and re-designing. Erin and her daughters, Izzie and Ari, love exploring new shops and restaurants around town.

In addition, both Stephanie and Erin are passionate about supporting animal shelters and various Jewish causes in their community. They believe in giving back, supporting those in need, and investing in their community.

The partners’ authentic approach and professional expertise have made

them trusted and respected figures in the real estate community, and they are excited about the future. In fact, as their children grow, Stephanie and Erin see real estate playing an even larger role in their lives as they continue to help their clients find their perfect communities and homes.



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JOE CASTELLO PHOTOGRAPHY

Capturing Moments with Simplicity and Passion

Joe Castello, owner of Joe Castello Photography, brings a unique blend of simplicity, passion, and professionalism to his craft. Known for his straightforward, no-nonsense approach, Joe offers a range of photography services, including weddings, events, family and professional portraits, and real estate listings. In fact, you've probably seen many of his photos in this magazine as he is one of our preferred photographers.

"I love meeting so many great people through *Real Producers* and capturing who they are, both personally and professionally, in their environment—whether it's at their home, business, or a location that means something to them," Joe shares.

Joe's journey as a photographer has been anything but conventional. His interest in photography began at a young age, and he was influenced by artistic, street, and photojournalism styles. As with everything that has ever captured Joe's curiosity over the years—like sailing or working on cars and watches—he dove straight into it and began teaching himself the craft.

"I love finding out how things work and experimenting with new ideas, and that [trait] has definitely driven my photography," notes Joe.



While Joe enjoyed doing photography growing up, he really wanted to become a paramedic. With a deep focus and drive to achieve his goals, Joe enrolled in night school for basic EMT training when he was seventeen years old, and that choice led to another: "I decided to just simply get my GED and focus on my future," Joe states matter-of-factly.

Entering paramedic school before his class even graduated, Joe obtained his license by age nineteen, and he has been working as a paramedic for the past twenty-two years—nineteen of which have been with the Chicago Fire Department. Ever true to his focus and drive, Joe pursued a career in photography at the same time. At twenty, he started working professionally with



▶ partner spotlight

By Chris Menezes
Photos by Joe Castello

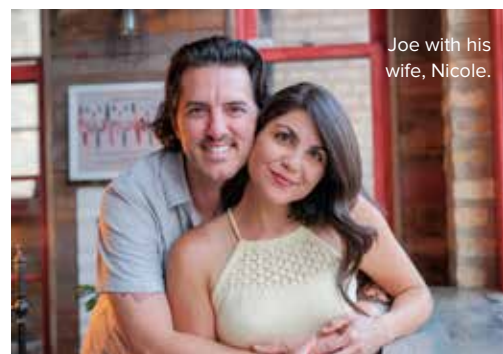
“
Memories can fade
over time, and
photographs can
bring us back to
those moments...”



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For top-producing REALTORS®, Joe emphasizes his versatility and commitment to providing top-notch service. His ability to adapt to different client needs and capture the perfect shot makes him a valuable partner in real estate marketing.



Joe with his wife, Nicole.

Outside of photography, Joe is a dedicated family man. He and his wife, Nicole, have been together for eighteen years, married for thirteen, and have three daughters: Giada (9), Juliette (6), and Gemma (2). Their family also includes a lively, twelve-year-old vizsla named Oscar. The family enjoys traveling, bike rides, record store trips, and adventures in their 1971 Volkswagen camper bus. “I’m a girl dad of three, and it’s been an absolute blast so far,” Joe shares.

When he’s not behind the camera, Joe enjoys mountain biking, sailing, and live music. These hobbies provide a balance to his professional life and fuel his creativity. He believes success is about finding happiness in what you do and maintaining a positive work-life balance. “If you can support yourself doing something you enjoy, that’s all that matters,” he says.

In a world where moments pass by quickly, Joe’s ability to capture and preserve them is a true gift. His dedication to his craft and his clients ensures that each photograph is more than just an image—it’s a memory, a story, a piece of life frozen in time.

To learn more about Joe Castello Photography and view his portfolio, visit joecastellophotography.com or follow him on Instagram @joecastellophotography.

a studio, focusing on weddings and portraits. This early experience laid a strong foundation for a photography career that has spanned over twenty years now.

Balancing his career as a full-time paramedic with the Chicago Fire Department, Joe’s twenty-four-hour shift schedule allows him the flexibility to pursue his passion for photography. Such balancing and care requires efficiency and reliability, something he brings to his business. In fact, his work with the fire department, where he continuously encounters life’s fragility, deepens his appreciation for capturing life’s fleeting moments as a photographer.

“Memories can fade over time, but photographs can bring us back to those moments with a vividness and clarity we might not be able to achieve on our own,” says Joe.

Joe’s straightforward approach to life informs both his photography and his business model, which emphasizes simplicity and transparency. This minimalist approach frees him to be more creative and “in the moment,” ensuring that every shot captures the true essence of his subjects.

“I’ve been doing this a long time, and I like to keep things simple,” Joe explains. “That’s why I charge

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“
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”

▶ cover story
Photos by Prestige
Real Estate Images Inc.

Connie ANTONIOU

EXCEPTIONAL SERVICE

Connie Antoniou, a global real estate advisor and former broker-owner of two Sotheby’s International Realty offices, has long-established herself as a trusted authority in the realm of luxury real estate throughout suburban Chicagoland and southeast Wisconsin.

Her thirty-nine-year tenure began in the highly competitive Hinsdale, Illinois, market—experience which

eventually led to her achieving impressive milestones as the senior vice president of sales in Barrington, Illinois, with Jameson Sotheby’s International Realty.

Along with her deep understanding of the luxury real estate market, Connie’s long-standing commitment to providing exceptional service enabled her to build a thriving career and foster meaningful, long-term relationships with her clients.

She has represented Chicago Blackhawks players and coaches, and renowned entrepreneurs and executives, among many others.

Connie’s guiding principle is one of the key things she teaches newer agents: “Always do the right thing for the client, not what is right for your pocket, and the rest will come,” she says. “I’ve always believed that, and it has served me well.”

She was born in Iowa to Greek American parents with deep roots in the motion picture business. Connie was instilled with a stellar work ethic from her very first job at age eleven, popping popcorn for \$0.50 an hour in her family’s movie theaters. Her childhood was also enriched with unique work and life experiences—like dining with Hollywood icons such as Sylvester Stallone and Donald O’Connor—that helped shape her vibrant personality and passion for exceptional service.

That passion remains as strong as ever while she continues to inspire and lead in luxury real estate. With a keen focus on high-end homes in exclusive golf communities and horse properties, Connie offers a bespoke concierge service that is tailored to the discerning needs of her clients.

“By taking the time to understand my clients’ unique needs and preferences, I can tailor my approach to help them find the luxury home of their dreams,” shares Connie. “Whether it’s a sprawling estate nestled on the lush fairways of Wynstone, or an elegant residence overlooking the tranquil waters of Lake Zurich,



I navigate the exclusive communities of Barrington and beyond.”

Connie is dedicated to helping her clients find their new homes and connect with their community through her membership with GolfLifeNavigators.com, a site that assists golfers worldwide with finding their ideal golf club.

Over the years, Connie has earned well-deserved recognition in such publications as *Top Agent Magazine*,¹ *Chicago Agent Magazine*,² and *Crain's Chicago Business*,³ as well as *The Little Blue Book for Golfers*, a Sotheby's International Realty referral group publication for golf course properties.⁴ Recently, Connie was a guest on the podcast *Friday Fuel*, hosted by the board of the North Shore-Barrington Association of REALTORS®,⁵ and she was interviewed by Amy Scott for Minnesota Public Radio's renowned *Marketplace*.⁶

In addition to her other professional accomplishments, since 2013 Connie has been advocating for high ethical standards in the real estate industry as a member of the Illinois REALTORS® Professional Standards

Committee. She has also served on the board of the North Shore-Barrington Association of REALTORS®.

In her free time, Connie enjoys playing golf and tennis, hopes to play more pickleball, and would like to get back to riding horses—she was an avid horse show competitor in her youth. More than anything else, though, Connie loves to spend time with her daughter, two sons, and her poodle. But no matter what she's doing, you'll likely catch her with her favorite food, popcorn!

Connie's commitment to her community is evident in her past involvement with the Barrington Chamber of Commerce Board and the Wynstone Property Owners Association in North Barrington, where she resides. She not only made history when she became the first and only woman to serve on the board of the Wynstone Golf Club, but she also served as the acting membership director for several years.

From start to finish, Connie's commitment to always doing the right thing by her clients and pushing for that value throughout the industry, shines through.



¹ “Connie Antoniou,” *Top Agent Magazine*, accessed September 16, 2024, <https://topagentmagazine.com/top-real-estate-agent-in-illinois-connie-antoniou/>.

² “Who's Who 2018: Connie Antoniou, Luxury Broker | Vice President, Sales; Jameson Sotheby's International Realty,” *Chicago Agent Magazine*, accessed September 16, 2024, <https://chicagoagentmagazine.com/whos-who-2018/connie-antoniou/>.

³ “Connie Antoniou,” *Crain's Chicago Business*, accessed September 16, 2024, <https://www.chicagobusiness.com/awards/connie-antoniou>.

⁴ Andie Ohde, ed., *The Little Blue Book for Golfers: Summer 2022 Edition* (published by LIVISotheby's International Realty); p. 5, 30, 49, 57; https://issuu.com/andieohdevail/docs/thelittlebluebook_golf_2022_final?fr=sMTE0ZTI2NDgxNTI.

⁵ Deborah DeBoer, host, *NSBAR Friday Fuel*, video podcast, “Friday Fuel with Connie Antoniou—Selling a Lifestyle,” May 16, 2024, <https://www.youtube.com/watch?v=Yuu0VmEhLf4>.

⁶ Kai Ryssdal, host; Amy Scott, interviewer, *Marketplace*, podcast, “Realtors Settlement May Lead to More Agents Serving Buyer and Seller,” produced by Minnesota Public Radio, August 15, 2024, <https://www.marketplace.org/2024/08/15/dual-agency-realtor-rules-settlement-homebuyer-real-estate-agent/>.



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NOMINATED BY: ROBBIE MORRISON

Position/Title: Marketing Manager/Licensed Real Estate Broker

Office/Company: Coldwell Banker Realty
How long have you been working for/with the person who nominated you? 9 years
How long have you worked in the real estate industry? 9 years

What did you do before you began working in your current position?

I was previously the Director of Marketing for Comcast Spectacor, an American sports and entertainment company.

What does your typical workday look like?

I coordinate and execute all aspects of marketing for the Rob Morrison Team. My duties consist of managing social media, graphic design, print, and digital advertisements. I also coordinate photography, transactions, agent-accompanied showings, and any needs that arise throughout the day to support the team.

How would you describe your job in one word?

Exciting

Why do you think you excel at your job?

I believe I excel in my role as a marketing manager because of my ability to blend creativity with data-driven strategies. My expertise in understanding market trends and consumer behavior allows me to design campaigns that resonate with our target audience. Additionally, my strong communication and leadership skills enable me to effectively collaborate with the team, ensuring a cohesive and successful execution of marketing initiatives.

What is the most rewarding aspect of your job?

The most rewarding aspect of my job is seeing the tangible impact of our marketing strategies on our team's growth. It is deeply satisfying to know that my work directly contributes to the success of our team and helps to build our brand's reputation.

What is the most challenging aspect of your job?

The most challenging aspect of my role is navigating and predicting the rapidly changing digital landscape. With trends, algorithms, and consumer

behaviors constantly evolving, it's a significant task to stay ahead and adapt our strategies accordingly. Despite these challenges, overcoming them is what makes the job exciting and rewarding.

What is one thing about you that others might find surprising or interesting?

I love to read and I am an ARC (advanced review copy) reader for authors who are about to publish new novels.

When you're not working, what do you like to do for fun?

I spend most of my time outdoors (when the weather is nice), hiking, walking my dog, or just relaxing in the sun. Any other time, I enjoy reading.

How do you feel about being nominated as a Behind-the-Scenes All-Star?

A nomination is a great accolade, and it makes me feel truly appreciated.



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By Chris Menezes
Photos by Elliot Powell

FINDING FREEDOM IN REAL ESTATE

Isolated behind a computer screen, drowning in spreadsheets and the grind of tax accounting, Arbiona Tafic found herself gazing out of her Northbrook office window. Her eyes lingered on her car, parked in the distance—a symbol of freedom and adventure and everything she was yearning for. In that moment, she decided it was time to take the wheel and steer her life in a new direction: toward real estate.

Arbiona's attraction to the open road and her enthusiasm for cars and driving reflects her independent spirit and love of freedom. She was born and raised in the Chicagoland area, but her family is from Montenegro; they primarily speak Albanian at home. Arbiona's strong sense of family and culture helped her to never feel the need to follow the crowd. "I have always done my own thing, shaped my own path, and attracted like-minded people who also want to create their own destinies," Arbiona emphasizes.

This outlook and mindset attracted Arbiona toward sales jobs and the versatility of business, leading her to earn a business degree from Northeastern Illinois University. In her resulting tax accounting career, she served a wide array of clients including doctors, contractors, plumbers, lawyers, REALTORS®, and even a private jet charter company out of Chicago Executive Airport (PWK).

It was in April 2021 when Arbiona shifted gears and left her accounting career behind for what she saw as the open road of real estate. The opportunities seemed endless to her. Real estate offered the work-life balance she craved, the ability to invest and create passive income, the flexibility to someday start a family and be present in the life of her children, and it



included her love of driving, exploring neighborhoods, and negotiating.

Of course, the road to success is rarely a smooth, straight path, and Arbiona's journey was no exception. Despite her delight in being untethered from corporate life, moving from a stable salary to the unpredictable income of a commission-based job was daunting. She also entered the

industry when buyers were competing against sometimes as many as twenty bids. Throughout, Arbiona strove to keep her clients' hopes and spirits high, as well as her own.

In addition to these professional challenges, Arbiona faced personal setbacks. Her car, a vital part of her livelihood and passion, was stolen during the time she was navigating a

painful divorce. But Arbiona's resilience and confidence shone through. She not only secured a new car prior to the insurance payout, but also managed to have an outstanding year in business.

"It was all very painful and somehow it was my biggest year yet. That put things into perspective for me: if I could manage that kind of volume at the lowest point of my life and during a very tough market, then the possibilities are endless," Arbiona shares.

One thing that sets Arbiona apart is her unwavering commitment to her clients. She often embarks on two-hour road trips to various neighborhoods to help her clients find the perfect home. For Arbiona, the drive is both literal and metaphorical—it's about going the extra mile in all ways.

"Finding the perfect properties for my clients, and having the skills, experience, and tactics to win multiple offers is what drives me," she says. "I cover a lot of ground for my clients because I know they will be in good hands with me and my teammates at The Lubeck Group."

For Arbiona, success isn't about reaching a destination; it's about enjoying the journey and being happy, healthy, and financially comfortable enough to live without constant worry. Over-the-top success, with its added responsibilities and stress, doesn't appeal to her. Instead, she seeks a balanced life where she can savor moments of tranquility and connection.

"I want to be successful enough to just sit in the sun, cook a warm meal for my family, and not worry for a while. Society has become so fast-paced. Being able to slow down and exist in the moment is the true luxury," she says.

Arbiona's favorite ways to relax include boating, jet skiing, swimming, fishing, and spending time with her golden retriever, Yogi Bear. But when it comes to really letting loose, for her, nothing beats being

I COVER A LOT OF GROUND FOR MY CLIENTS BECAUSE I KNOW THEY WILL BE IN GOOD HANDS WITH ME AND MY TEAMMATES AT THE LUBECK GROUP.



Arbiona with her team. Photo credit: Jessy Swick

behind the wheel, whether she's drag racing, driving around neighborhoods, or hitting the open road.

For Arbiona, the road ahead is full of promise. As she hammers down when clients give her the green light, she remains focused, confident, and determined to navigate every twist and turn that may arise for herself and her clients, and she continues to shape her own path.



Arbiona with her golden retriever, Yogi Bear.



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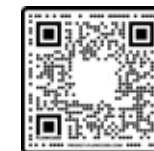


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TOP 250 STANDINGS

Teams and individuals from January 1, 2024 to July 31, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
1	Jane	Lee	83.5	\$53,197,318	71	\$40,979,417	154.5	\$94,176,736
2	Anita	Olsen	170	\$65,328,230	0	\$0	170	\$65,328,230
3	John	Morrison	42.5	\$40,928,250	26.5	\$23,507,500	69	\$64,435,750
4	Jena	Radnay	15	\$42,078,900	6	\$22,210,000	21	\$64,288,900
5	Paige	Dooley	11.5	\$30,014,000	14	\$21,034,000	25.5	\$51,048,000
6	Andra	O'Neill	15.5	\$25,986,250	11	\$17,674,500	26.5	\$43,660,750
7	Sarah	Leonard	55	\$25,689,834	46.5	\$17,549,657	101.5	\$43,239,492
8	Kim	Alden	19	\$11,907,160	74.5	\$29,855,539	93.5	\$41,762,699
9	Maria	DelBoccio	23.5	\$17,101,424	40	\$23,981,100	63.5	\$41,082,524
10	Anne	Dubray	17	\$21,543,500	17	\$18,623,000	34	\$40,166,500
11	Connie	Dornan	28	\$21,599,825	18	\$17,963,178	46	\$39,563,003
12	Craig	Fallico	44	\$25,390,000	20	\$12,979,500	64	\$38,369,500
13	Holly	Connors	34	\$19,579,675	25.5	\$14,885,871	59.5	\$34,465,546
14	Cory	Green	8	\$4,802,002	28	\$27,372,207	36	\$32,174,209
15	Dean	Tubekis	20	\$17,388,000	29	\$14,710,130	49	\$32,098,130
16	Beth	Wexler	14	\$16,509,750	9.5	\$14,375,000	23.5	\$30,884,750
17	Jim	Starwalt	40	\$11,999,100	48	\$17,262,960	88	\$29,262,060
18	Mary	Grant	8.5	\$15,052,831	9	\$13,760,500	17.5	\$28,813,331
19	Leslie	McDonnell	31	\$15,807,500	21	\$12,188,000	52	\$27,995,500
20	Jeff	Ohm	9	\$13,061,015	10	\$14,462,015	19	\$27,523,030
21	Lisa	Wolf	36.5	\$18,547,750	18.5	\$8,248,688	55	\$26,796,438
22	Nicholas	Solano	46	\$26,705,405	0	\$0	46	\$26,705,405
23	Jacqueline	Lotzof	7	\$4,385,500	18.5	\$22,139,000	25.5	\$26,524,500
24	Susan	Maman	8	\$15,242,500	7	\$11,235,000	15	\$26,477,500
25	Dawn	McKenna	4	\$10,669,500	8	\$15,623,000	12	\$26,292,500
26	Matthew	Messel	15	\$7,210,500	37	\$18,589,274	52	\$25,799,774
27	Jennifer	Olson Jones	45	\$24,568,056	1	\$465,000	46	\$25,033,056
28	Michael	Thomas	22	\$12,912,750	16.5	\$11,623,400	38.5	\$24,536,150
29	Marlene	Rubenstein	5.5	\$5,162,900	14	\$18,658,811	19.5	\$23,821,711
30	Sarah	Toso	39	\$23,150,711	0	\$0	39	\$23,150,711
31	Kelly	Malina	49	\$20,999,645	2	\$700,000	51	\$21,699,645
32	Ann	Lyon	9.5	\$9,992,000	7	\$11,499,000	16.5	\$21,491,000
33	Marina	Carney	6	\$10,935,475	4	\$8,922,500	10	\$19,857,975
34	Vittoria	Logli	13.5	\$12,964,878	7	\$6,645,700	20.5	\$19,610,578

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
35	Julie	Schultz	10	\$10,766,817	9	\$8,213,700	19	\$18,980,517
36	Benjamin	Hickman	21	\$6,901,450	29	\$11,704,300	50	\$18,605,750
37	Andrew	Mrowiec	6	\$10,935,475	6	\$7,632,500	12	\$18,567,975
38	Jamie	Hering	29	\$9,304,400	24	\$8,899,689	53	\$18,204,089
39	Judy	Greenberg	12	\$8,921,066	13	\$9,093,565	25	\$18,014,631
40	Ashley	Kain Spector	5	\$7,935,000	8	\$10,060,000	13	\$17,995,000
41	Shaun	Raugstad	12	\$13,391,300	5	\$4,480,000	17	\$17,871,300
42	Lisa	Trace	6	\$7,445,700	8	\$10,245,250	14	\$17,690,950
43	John	Barry	8	\$10,965,270	5	\$6,665,370	13	\$17,630,640
44	Mary	Summerville	10.5	\$5,825,350	20.5	\$11,639,050	31	\$17,464,400
45	Linda	Little	35.5	\$16,704,332	0	\$0	35.5	\$16,704,332
46	Cheryl	Bonk	35.5	\$16,704,332	0	\$0	35.5	\$16,704,332
47	Cathy	Oberbroeckling	26	\$14,149,729	6	\$2,398,190	32	\$16,547,919
48	Brandy	Isaac	9	\$12,792,000	4.5	\$3,734,500	13.5	\$16,526,500
49	Connie	Antoniou	11.5	\$10,615,500	8	\$5,697,500	19.5	\$16,313,000
50	Pat	Kalamatas	27	\$13,469,845	7	\$2,492,945	34	\$15,962,790

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Teams and individuals from January 1, 2024 to July 31, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
51	Missy	Jerfita	11.5	\$10,517,225	8	\$5,109,000	19.5	\$15,626,225
52	Jackie	Mack	17	\$10,660,720	5.5	\$4,906,000	22.5	\$15,566,720
53	Ted	Pickus	6	\$6,157,000	8	\$9,369,000	14	\$15,526,000
54	Robbie	Morrison	19.5	\$10,811,000	7	\$4,692,298	26.5	\$15,503,298
55	Danny	Mcgovern	10.5	\$6,634,400	11	\$8,763,000	21.5	\$15,397,400
56	James	Ziltz	30	\$15,199,511	0	\$0	30	\$15,199,511
57	Pam	Macpherson	7	\$7,087,900	10.5	\$8,043,500	17.5	\$15,131,400
58	Kimberly	Shortsle	5	\$6,175,500	8.5	\$8,814,500	13.5	\$14,990,000
59	Dominick	Clarizio	3.5	\$4,793,750	8.5	\$9,688,222	12	\$14,481,972
60	Nathan	Freeborn	9	\$5,873,000	14	\$8,270,200	23	\$14,143,200
61	Lauren	Mitrick Wood	1.5	\$2,230,000	9.5	\$11,857,050	11	\$14,087,050
62	David	Schwabe	18	\$8,575,250	13	\$5,492,000	31	\$14,067,250
63	Amy	Diamond	18.5	\$8,878,201	11	\$5,171,900	29.5	\$14,050,101
64	Esther	Zamudio	13.5	\$3,663,900	34.5	\$10,362,600	48	\$14,026,500
65	Tyler	Lewke	13.5	\$5,144,125	19	\$8,762,236	32.5	\$13,906,361
66	Katharine	Hackett	3	\$3,653,000	7	\$10,235,000	10	\$13,888,000
67	Laura	Fitzpatrick	3	\$5,402,500	9	\$8,443,000	12	\$13,845,500
68	Vaseekaran	Janarthanam	7	\$3,780,902	24	\$9,914,900	31	\$13,695,802
69	Caroline	Starr	16.5	\$7,596,422	11	\$5,896,054	27.5	\$13,492,476
70	Emily	Smart Lemire	2.5	\$3,007,500	6.5	\$10,227,500	9	\$13,235,000
71	Lori	Baker	7	\$9,615,750	3.5	\$3,555,000	10.5	\$13,170,750
72	Ryan	Cherney	21	\$12,567,501	0	\$0	21	\$12,567,501
73	Jeannie	Kurtzhaltz	6.5	\$9,571,000	3	\$2,909,000	9.5	\$12,480,000
74	Winfield	Cohen	11	\$4,696,100	11	\$7,779,356	22	\$12,475,456
75	Samantha	Kalamaras	16	\$9,147,500	6	\$3,246,091	22	\$12,393,591
76	Megan	Mawicke Bradley	3	\$3,809,007	5	\$8,503,000	8	\$12,312,007
77	Jodi	Cinq-Mars	17.5	\$5,937,800	18.5	\$6,370,380	36	\$12,308,180
78	Julie	Fleetwood	4	\$2,382,500	7	\$9,903,900	11	\$12,286,400
79	Diana	Matichyn	14	\$6,522,874	14	\$5,721,350	28	\$12,244,224
80	Kelly	Baysinger	7.5	\$4,390,750	14	\$7,847,900	21.5	\$12,238,650
81	Geoff	Brown	5	\$4,190,400	9	\$8,021,500	14	\$12,211,900
82	Beth	Alberts	9	\$7,806,500	5.5	\$4,390,850	14.5	\$12,197,350
83	Joanne	Hudson	4.5	\$5,886,750	4	\$6,235,888	8.5	\$12,122,638
84	Jodi	Taub	6	\$5,019,750	8	\$6,970,000	14	\$11,989,750

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
85	Melissa	Siegal	2.5	\$2,485,000	11.5	\$9,489,000	14	\$11,974,000
86	Deborah	Hepburn	6	\$4,317,000	8	\$7,596,400	14	\$11,913,400
87	Janet	Borden	9	\$7,062,900	5.5	\$4,847,919	14.5	\$11,910,819
88	Joey	Gault	9	\$11,836,250	0	\$0	9	\$11,836,250
89	Kate	Fanselow	7.5	\$4,945,000	12	\$6,851,500	19.5	\$11,796,500
90	C Bryce	Fuller	13.5	\$7,612,111	8	\$4,168,600	21.5	\$11,780,711
91	Abhijit	Leekha	6	\$2,763,500	18	\$8,973,011	24	\$11,736,511
92	Heidi	Seagren	5	\$3,870,153	9.5	\$7,703,500	14.5	\$11,573,653
93	Alissa	McNicholas	6	\$8,709,250	2.5	\$2,860,000	8.5	\$11,569,250
94	Tara	Kelleher	7	\$5,219,000	9	\$6,341,500	16	\$11,560,500
95	Nancy	Gibson	8	\$8,262,995	4	\$3,165,555	12	\$11,428,550
96	Meredith	Schreiber	5	\$4,147,875	10	\$7,126,500	15	\$11,274,375
97	Majbrith	Brody	7	\$6,071,000	5	\$5,155,000	12	\$11,226,000
98	Lindsey	Kaplan	9	\$4,247,750	12.5	\$6,944,000	21.5	\$11,191,750
99	Justin	Greenberg	8	\$8,828,350	4	\$2,250,000	12	\$11,078,350
100	Kathryn	Mangel	3.5	\$5,192,775	4.5	\$5,676,250	8	\$10,869,025

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TOP 250 STANDINGS

Teams and individuals from January 1, 2024 to July 31, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
101	Susan	Teper	5	\$4,620,000	6	\$6,159,000	11	\$10,779,000
102	Alan	Berlow	10	\$6,779,500	6	\$3,933,500	16	\$10,713,000
103	Christopher	Paul	18	\$7,612,500	8	\$3,014,000	26	\$10,626,500
104	Samantha	Trace	6	\$7,445,700	2	\$2,876,250	8	\$10,321,950
105	Ila	Coretti	3	\$5,145,350	3	\$5,075,000	6	\$10,220,350
106	Kati	Spaniak	3.5	\$5,025,300	6.5	\$5,145,500	10	\$10,170,800
107	Mona	Hellinga	3	\$6,830,000	1	\$3,200,000	4	\$10,030,000
108	Rutul	Parekh	8.5	\$1,719,400	23	\$8,220,701	31.5	\$9,940,101
109	Elizabeth	Wieneke	5	\$7,257,500	2	\$2,676,900	7	\$9,934,400
110	Kate	Huff	4	\$4,435,000	4	\$5,454,500	8	\$9,889,500
111	David	Pickard	13	\$5,183,500	12	\$4,675,000	25	\$9,858,500
112	Anne Marie	Murdoch	3	\$4,419,000	5	\$5,420,000	8	\$9,839,000
113	Judy Ann	Bruce	11.5	\$6,455,000	8	\$3,337,500	19.5	\$9,792,500
114	Michael	Mitchell	3	\$8,185,000	3	\$1,555,000	6	\$9,740,000
115	Lyn	Flannery	5	\$6,585,000	2	\$3,065,000	7	\$9,650,000
116	Sheryl	Graff	7	\$9,640,000	0	\$0	7	\$9,640,000
117	Carrie	McCormick	2.5	\$6,030,000	3	\$3,552,600	5.5	\$9,582,600
118	Lyn	Wise	4	\$1,888,000	10.5	\$7,671,716	14.5	\$9,559,716
119	Grigory	Pekarsky	2.5	\$1,908,000	8.5	\$7,628,000	11	\$9,536,000
120	Joan	Couris	18	\$6,411,950	9.5	\$3,097,500	27.5	\$9,509,450
121	David	Korkoian	10.5	\$4,939,900	8	\$4,550,000	18.5	\$9,489,900
122	Howard	Meyers	2.5	\$4,196,000	4.5	\$5,260,000	7	\$9,456,000
123	Annika	Valdiserri	6	\$7,430,000	2	\$2,026,000	8	\$9,456,000
124	Corey	Barker	14	\$5,674,199	10	\$3,745,000	24	\$9,419,199
125	Cory	Albiani	8.5	\$6,123,500	5	\$3,280,000	13.5	\$9,403,500
126	Sara	Brahm	1	\$1,599,000	4	\$7,675,000	5	\$9,274,000
127	Allison	Silver	6.5	\$5,873,400	3.5	\$3,326,500	10	\$9,199,900
128	Sherri	Esenberg	11	\$4,985,500	8	\$4,119,024	19	\$9,104,524
129	Patrick	Milhaupt	3	\$4,044,500	2	\$5,035,000	5	\$9,079,500
130	Samuel	Lubeck	3	\$1,359,000	12	\$7,678,749	15	\$9,037,749
131	Frank	Capitanini	1	\$835,500	10	\$8,200,111	11	\$9,035,611
132	Jesus	Perez	13	\$3,463,500	24	\$5,552,908	37	\$9,016,408
133	Jen	Ortman	8	\$3,887,568	13	\$5,029,500	21	\$8,917,068
134	Michael	Graff	5	\$4,436,101	7	\$4,402,500	12	\$8,838,601

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
135	Brady	Andersen	3.5	\$6,022,500	4	\$2,800,000	7.5	\$8,822,500
136	Rafay	Qamar	9.5	\$4,396,100	9	\$4,337,000	18.5	\$8,733,100
137	C. Steven	Weirich	6	\$3,596,000	7	\$5,127,500	13	\$8,723,500
138	Renee	Clark	8.5	\$6,205,250	4	\$2,501,000	12.5	\$8,706,250
139	Bonnie	Tripton	1	\$2,175,000	4	\$6,530,000	5	\$8,705,000
140	Juliet	Towne	8.5	\$5,592,500	7	\$3,109,900	15.5	\$8,702,400
141	Andee	Hausman	7.5	\$3,096,550	11.5	\$5,575,140	19	\$8,671,690
142	Sara	Sogol	16	\$6,296,000	6	\$2,341,500	22	\$8,637,500
143	Julie	Jensen	2	\$1,477,000	9	\$7,106,000	11	\$8,583,000
144	Robert	Picciariello	20	\$8,582,000	0	\$0	20	\$8,582,000
145	Randall	Brush	14	\$5,852,500	6	\$2,727,100	20	\$8,579,600
146	Dan	Jones	3	\$4,860,000	1	\$3,600,000	4	\$8,460,000
147	Lynda	Sanchez-Werner	26.5	\$8,157,050	1	\$289,990	27.5	\$8,447,040
148	Rebekah	Wipperfurth	6.5	\$2,234,000	12	\$6,210,650	18.5	\$8,444,650
149	Patricia	Smarto	12	\$5,845,500	7	\$2,557,150	19	\$8,402,650
150	Miranda	Alt	11	\$4,095,050	9	\$4,300,900	20	\$8,395,950

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TOP 250 STANDINGS

Teams and individuals from January 1, 2024 to July 31, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
151	Ralph	Milito	9	\$5,385,500	5	\$2,967,500	14	\$8,353,000
152	Julie	Hartvigsen	4	\$7,855,994	1	\$495,000	5	\$8,350,994
153	Carrie	Tarzon	2.5	\$3,948,000	4.5	\$4,381,400	7	\$8,329,400
154	Debbie	Glickman	5.5	\$4,564,500	5.5	\$3,711,299	11	\$8,275,799
155	Elise	Rinaldi	3	\$4,822,500	3	\$3,446,000	6	\$8,268,500
156	Houda	Chedid	4	\$7,250,000	1	\$999,900	5	\$8,249,900
157	Christopher	Lobrillo	26.5	\$8,157,050	0	\$0	26.5	\$8,157,050
158	Susan	Carey	0	\$0	4	\$8,150,000	4	\$8,150,000
159	Meredith	Pierson	7	\$8,125,500	0	\$0	7	\$8,125,500
160	Leslie	Maguire	4.5	\$5,460,000	1	\$2,600,000	5.5	\$8,060,000
161	Joe Tyler	Gerber	8.5	\$4,043,500	5	\$3,990,000	13.5	\$8,033,500
162	Sue	Hall	6	\$5,333,800	5	\$2,691,900	11	\$8,025,700
163	Katie	Hauser	1.5	\$2,112,500	5	\$5,898,464	6.5	\$8,010,964
164	Mohammed	Iftikhar	8	\$5,723,999	4.5	\$2,279,393	12.5	\$8,003,392
165	Barbara	Noote	13	\$4,769,000	8	\$3,223,910	21	\$7,992,910
166	Tetiana	Konenko	3	\$1,718,500	19	\$6,268,500	22	\$7,987,000
167	Aaron	Share	5	\$5,805,500	3	\$2,149,802	8	\$7,955,302
168	Jamie	Roth	7	\$5,341,500	2	\$2,560,000	9	\$7,901,500
169	Joseph	Render	16	\$5,936,794	4.5	\$1,914,850	20.5	\$7,851,644
170	Rita	Baba	2	\$749,000	13	\$7,001,500	15	\$7,750,500
171	Greg	Klemstein	21	\$6,443,797	3	\$1,277,000	24	\$7,720,797
172	Harris	Ali	3	\$1,266,500	17	\$6,448,000	20	\$7,714,500
173	Scott	Ottenheimer	5	\$2,925,000	5	\$4,713,900	10	\$7,638,900
174	Anne	Hardy	8	\$6,499,500	1	\$1,110,000	9	\$7,609,500
175	David	Chung	2.5	\$3,040,194	4	\$4,560,000	6.5	\$7,600,194
176	Heather	Fowler	3.5	\$2,812,000	2	\$4,765,994	5.5	\$7,577,994
177	Oskar	Wiatr	2	\$3,220,000	13	\$4,289,900	15	\$7,509,900
178	Kary	Leon	7	\$4,556,500	5	\$2,909,000	12	\$7,465,500
179	Daniel	Timm	11.5	\$5,840,944	2	\$1,610,000	13.5	\$7,450,944
180	Kathleen	Menighan	3	\$4,131,000	3	\$3,315,000	6	\$7,446,000
181	Vilma	Alvarez	16.5	\$6,064,294	4.5	\$1,373,450	21	\$7,437,744
182	Helen	Oliveri	10	\$3,978,250	8	\$3,428,490	18	\$7,406,740
183	Ashley	Arzer	6	\$2,737,250	7	\$4,656,000	13	\$7,393,250
184	Elizabeth	Bryant	3.5	\$3,057,550	5	\$4,299,000	8.5	\$7,356,550

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
185	Zack	Matlin	5	\$6,277,300	1	\$1,079,000	6	\$7,356,300
186	David	Leigh	14	\$6,619,369	2	\$718,810	16	\$7,338,179
187	Margie	Brooks	3	\$2,397,500	6	\$4,902,500	9	\$7,300,000
188	Kimberly	Meixner	4	\$3,629,000	6	\$3,650,139	10	\$7,279,139
189	David	Jaffe	8	\$3,956,000	7	\$3,320,500	15	\$7,276,500
190	Kelly	Dunn Rynes	5	\$4,288,000	5	\$2,888,000	10	\$7,176,000
191	Veronica	Rodriguez	13	\$6,238,900	1	\$915,000	14	\$7,153,900
192	Julia	Alexander	2	\$668,000	16	\$6,452,669	18	\$7,120,669
193	Ashlee	Fox	4	\$2,945,000	5	\$4,155,000	9	\$7,100,000
194	Jeffrey	Lowe	3	\$3,769,000	3	\$3,315,000	6	\$7,084,000
195	Sam	Shaffer	0.5	\$324,000	4	\$6,738,400	4.5	\$7,062,400
196	Misael	Chacon	18	\$6,623,500	1	\$435,000	19	\$7,058,500
197	Joel	Holland	4	\$4,541,750	3	\$2,490,000	7	\$7,031,750
198	Gloria	Matlin	5.5	\$6,709,800	1	\$316,000	6.5	\$7,025,800
199	Kieron	Quane	5	\$3,855,001	3	\$3,124,000	8	\$6,979,001
200	Anita	Willms	12	\$3,715,000	6	\$3,263,007	18	\$6,978,007

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TOP 250 STANDINGS

Teams and individuals from January 1, 2024 to July 31, 2024

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
201	Lori	Rowe	11.5	\$4,951,900	4	\$2,001,750	15.5	\$6,953,650
202	Peggy	Glickman	2	\$1,536,000	6	\$5,369,000	8	\$6,905,000
203	Cherie	Smith Zurek	13	\$5,182,300	4	\$1,720,000	17	\$6,902,300
204	Matt	Steiger	5	\$3,749,000	4	\$3,145,000	9	\$6,894,000
205	Anna	Klarck	6	\$2,792,500	8	\$4,069,820	14	\$6,862,320
206	Amy	Kite	4.5	\$2,173,500	12.5	\$4,688,800	17	\$6,862,300
207	Michael	Lohens	7	\$3,223,951	6	\$3,634,900	13	\$6,858,851
208	Darragh	Landry	1	\$2,400,000	5	\$4,458,000	6	\$6,858,000
209	Nevin	Nelson	4	\$1,394,250	11.5	\$5,449,888	15.5	\$6,844,138
210	Connie	Barhorst	10	\$4,213,121	6	\$2,617,000	16	\$6,830,121
211	Jean	Anderson	2.5	\$3,688,000	2.5	\$3,092,500	5	\$6,780,500
212	Matthew	Lysien	10.5	\$2,847,500	12	\$3,929,000	22.5	\$6,776,500
213	Noel	Walton	5.5	\$4,068,000	3	\$2,695,000	8.5	\$6,763,000
214	Teresa	Stultz	12	\$4,099,700	8	\$2,620,990	20	\$6,720,690
215	Leigh	Marcus	2	\$2,482,000	5.5	\$4,233,150	7.5	\$6,715,150
216	Patricia	Skirving	0.5	\$1,700,000	3	\$5,008,000	3.5	\$6,708,000
217	Nannette	Porter	7.5	\$2,485,400	8	\$4,214,500	15.5	\$6,699,900
218	Mila	Friedman	2	\$2,152,500	5	\$4,546,000	7	\$6,698,500
219	Dan	Kieres	5.5	\$2,116,000	6	\$4,556,000	11.5	\$6,672,000
220	Jennifer	Lussow	7	\$3,533,250	6	\$3,129,500	13	\$6,662,750
221	Amy	Philpott	8.5	\$4,958,500	3	\$1,690,000	11.5	\$6,648,500
222	Richard	Richker	1	\$1,214,500	5	\$5,431,000	6	\$6,645,500
223	Todd	Trawinski	2.5	\$1,179,055	5	\$5,446,262	7.5	\$6,625,317
224	Sonia	Madden	5	\$6,598,999	0	\$0	5	\$6,598,999
225	Mary	O'Malley	5	\$3,013,000	7	\$3,555,500	12	\$6,568,500
226	Carleigh Mia	Goldsberry	4.5	\$5,175,500	1.5	\$1,379,250	6	\$6,554,750
227	Lindsay	Schulz	9	\$3,422,800	8	\$3,117,500	17	\$6,540,300
228	Timothy	Dannegger	8	\$4,210,500	5	\$2,309,800	13	\$6,520,300
229	Debra	Baker	5	\$4,200,180	5	\$2,314,000	10	\$6,514,180
230	Darren	Allen	3.5	\$1,322,000	10.5	\$5,182,399	14	\$6,504,399
231	Jackie	Lynch	8	\$3,608,500	4	\$2,880,000	12	\$6,488,500
232	Megan	Jordan	3	\$3,207,000	2	\$3,260,000	5	\$6,467,000
233	Sally	Mabadi	5.5	\$6,423,500	0	\$0	5.5	\$6,423,500
234	Sara	Mitchell	11	\$4,651,500	5	\$1,770,990	16	\$6,422,490

#	First Name	Last Name	List #	List \$	Sell #	Sell \$	Total #	Total \$
235	Cristina	Panagopoulos	6	\$2,640,000	8	\$3,704,400	14	\$6,344,400
236	Michelle	Rushing	6.5	\$3,678,000	7	\$2,653,500	13.5	\$6,331,500
237	Stacy	Johnson	6	\$2,397,500	9	\$3,933,000	15	\$6,330,500
238	Dave	Blum	5	\$2,487,400	8	\$3,838,140	13	\$6,325,540
239	Jacqueline	Harding	3	\$2,065,000	5	\$4,220,900	8	\$6,285,900
240	Kelly	Janowiak	11.5	\$4,655,100	4	\$1,630,000	15.5	\$6,285,100
241	Mark	Ranallo	4	\$2,287,000	5	\$3,990,000	9	\$6,277,000
242	Gayle	Stellas	7	\$5,553,000	1	\$723,600	8	\$6,276,600
243	Leslie	Silverman	8	\$4,840,080	4	\$1,425,000	12	\$6,265,080
244	Ryan	Pavey	4	\$1,085,500	8	\$5,096,400	12	\$6,181,900
245	Benyamin	Lalez	0.5	\$203,500	12	\$5,941,000	12.5	\$6,144,500
246	Brad	Lippitz	1	\$1,222,500	5.5	\$4,921,768	6.5	\$6,144,268
247	Undram	Tsogbat	1	\$415,000	13	\$5,696,900	14	\$6,111,900
248	Andrea Lee	Sullivan	12	\$4,379,200	5	\$1,730,000	17	\$6,109,200
249	Sohail	Salahuddin	10.5	\$4,594,400	4	\$1,508,750	14.5	\$6,103,150
250	Elliot	Jaffe	3	\$3,360,000	4	\$2,734,000	7	\$6,094,000

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